N. 18.
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LETTERS

CONCERNING THE

TRADE and MANUFACTURES

OF

SCOTLAND;

Particularly the WOOLLEN and LINEN MANUFACTURES.

Humbly ſubmitted to the Conſideration of the Honourable Convention of the ROYAL BOROUGHS of SCOTLAND.

SECOND EDITION:

With LARGE ADDITIONS.

BY DAVID LOCH, MERCHANT.

EDINBURGH:
Printed for the AUTHOR, and ſold by all the BOOKSELLERS in Town and Country.
M,DCC,LXXIV.

[Price One Shilling.]

To His Excellency,

GENERAL JOHN SCOTT,

Member of Parliament for the County of Fife;

The following LETTERS

Are moſt reſpectfully inſcribed,

In teſtimony of the greateſt regard to the

Ancient Family of SCOTSTARVET,

To his own approved Character in Public

As well as in Private Life,

And, as a ſmall mark of the inviolable attachment

Entertained to him, even from infancy,

By his moſt obedient,

Moſt obliged,

And moſt devoted Servant,

THE AUTHOR.

To the Right Honourable the Lord Provost of Edinburgh, and to all the other Honourable Members of the Convention of the Royal Boroughs of Scotland.

My Lord, and Gentlemen,

HAVING been early initiated in trade, and having perſevered in buſineſs many years in different quarters of the globe, I thought it my duty to render my experience, in ſome degree, uſeful to my country.

The true ſources of the wealth of a country are its ſtaple commodities. By theſe I mean goods which can be manufactured, and brought to market, with little or no aſſiſtance of materials, from foreign countries. Prejudice, politics, and other cauſes, have induced many to believe, that Linen is the ſtaple of Scotland. The reaſons of my being of a different opinion, are exhibited in the following letters. The ſentiments which they contain, I have uniformly expreſſed, during more than twenty years, and ſometimes in the Convention of the Royal Boroughs; but there never was a more favourable opportunity of publiſhing them to the world than the preſent. If they ſhall have the good fortune to meet with your approbation, and if they ſhall have any tendency to promote the good of my country, my moſt ſanguine wiſhes will be accompliſhed.

If there ſhall be any objections ſtarted, either to the matter or to the manner of my letters, I ſhall be happy to anſwer them perſonally. To the former I ſhall produce facts; to the latter, I can only ſay, that I profeſs to write merely as a man of buſineſs, and not as a ſcholar. I have the honour to be,

My Lord, and Gentlemen,

Your moſt humble and

Moſt obedient ſervant,

David Loch.

LETTERS

CONCERNING THE

TRADE AND MANUFACTURES

OF

SCOTLAND.

LETTER I.

To the PRINTER, *&c.*

SIR, *Leith, March* 18. 1774.

AT a time when parliament is buſied in finding out proper means for the relief of the Linen Manufactures, it may, perhaps, be thought preſumption in me to doubt how far any encouragement at all ought to be afforded to what we have long been taught to conſider as the great ſtaple of this country. Facts, however, are ſtubborn arguments. They have convinced me, that the Linen Manufacture ought to be ſo far from being conſidered as beneficial, that it is the very reverſe; and, by employing ſo many hands, which might have been much more advantageouſly uſed in the Woollen trade, has been one great cauſe of the impending ruin which threatens ſo many of our labouring people. That I may not be thought to ſpeak without proper evidence, I muſt beg the favour of you to publiſh the following ſtate of facts.

Yours, &c. D. L.

FACTS *relating to the* WOOLLEN *and* LINEN MANUFACTURES.

THAT Wool is the ſtaple of Great Britain, from the Land's-end of England to the moſt northern iſlands of Zetland, will be evident to any perſon who will give the leaſt attention to the matter. I will not

even except the moſt weſtern iſlands of the Lewes, and the other iſlands and main lands of the Highlands of Scotland. In ſhort, it will be found, that Scotland, in every part, has Wool ſufficient to employ all the labouring part of men and women, from the age of ſeven to extreme old age, for the good of the country and of themſelves. Indeed, God and nature ſeem to have ordained this country for the Woollen Manufacture, and denied the Linen; and I am clearly of opinion, that the more Linen we make, the more we loſe; for, notwithſtanding all the endeavours of the Britiſh Linen Company, and all the bounties given by the Truſtees, the weavers, ſpinners, and all employed in that branch, are ruined, and in real want, from the higheſt perſons employed to the loweſt.

The reverſe is ſeen in every town in Great Britain, where Wool is made their ſtaple. Let any man look at the people at Leads, Wakefield, and every place where the ſoil and climate help them to that invaluable article *Wool*, he will ſee them going to Church well fed, and well clad, and peace and plenty in their countenances; whereas, in the Linen counties and towns, nothing is to be ſeen but miſery and want, famine and nakedneſs.

I now ſet forth what I have learned from experience in my firſt trade; (I wiſh it had always been carried on in that manner). I did not need money. The honeſt Woollen merchant truſted me ſome pieces of coarſe Scots made Woollen cloth, from 4s. to 10s. *per* yard, and ſome dozens pairs of ſtockings, from 20d. to 4s. *per* pair: Theſe goods I bartered at Hamburgh for goods that found ready ſale and good profit here, the hoſe particularly; for the ſtockings that coſt me 20d. *per* pair, I got one yard of linen, valued there at 30 ſtivers. I ſold that in Edinburgh at 3s. *per* yard, and a great pennyworth it was. All my hoſe went off in that proportion for ſeveral voyages, till I gave up going to ſea, and could not get a proper perſon to attend it. I wiſh I had never dealt in any other branch, and continued going over to Hamburgh myſelf; in which caſe it is hard to ſay what profit might have been made. I have ſhirts by me, that have been in common courſe of my wearing theſe 25 years paſt, which coſt me a pair of ſtockings *per* yard, valued 22d. at Leith: Any man of buſineſs might wear them: They are now worn as thin as a cobweb. I have Scots linen that I bought ſeven years ſince, which coſt 5s. 3d. but is now all to pieces, though no oftner worn than in the ordinary courſe with my old Hamburghers.

All the ſtockings that can be made in Scotland, after ſupplying ourſelves, may be ſold to good account in the Seven Provinces of Holland; and Campvere is a free port for this valuable ſtaple of Scotland. They will likewiſe find a ready market in Bremen, Hamburgh, Lubeck, and Dantzick,

Dantzick, all of which are free ports, and ſupply the greateſt part of Europe with theſe goods. I am told by a gentleman from England, who has been regularly bred in that branch, that the Wool in this country is as fit for making ſtockings, coarſe and fine, as any Wool he ever wrought in England, or got from any other place.

One thing I well know, that the ſenſible honeſt Zetlanders make great quantities of coarſe ſtockings for the Hamburgh market, and get good returns for them; and I have had ſtockings from Wool of that country ſo fine as to be worth 10s. 6d. *per* pair. No ſilk was finer; and they laſted longer with me than any four pair of ſilk or worſted ſtockings I ever wore.

Beſides, if we will but turn our thoughts to the Woollen trade, we will get both money and linen far better and cheaper than poſſibly we can make it. Does any man of ſenſe think the Germans will give us ſuch flax as they manufacture themſelves? No: The flax that is made uſe of in Sileſia is of a far ſuperior quality to any I ever ſaw brought home here. As to the thing you call *Flax*, of the growth of this country, it will not bear the name to any perſon that has been in a country where flax grows. The ſoil, the climate, the want of conſtant weather, all are againſt us. No lint we grow will dreſs half the length the foreign flax will: And to all theſe bars of nature, every article you have to import for this hopeful trade (the flax only excepted) is burdened with 25 *per cent.* of the value to the public revenue, beſides heavy freight and inſurance; and the flax is often rotten before it comes to hand. Many a tun I have ſeen ſo ſpoiled before ſhipped; and, when the ſhips have long paſſages, it heats in the ſhip and rots, and the damage by ſea is very conſiderable. I have known a little water in the ſhip below heat the whole cargo; ſo that all of it has ſuffered in point of ſtrength, in a leſſer or greater degree, as it was nigh the part affected.

The Wool is free from all theſe riſks, and is our own growth; and, if we take ſome from England, you have it not ſo far to carry it by land as many of the Engliſh manufacturers have from one part of England to another. Add to all theſe advantages, that every article wanted from abroad for the woollen manufacture, is duty-free, (and moſt juſt it ſhould,) from the valuable article of cochineal to the loweſt priced mathers; and all drugs for dyers uſes are alſo free. Whereas all articles imported for linen, as aforeſaid, at a medium, pay 25 *per cent.* to the public, viz. pot-aſhes, pearl-aſhes, wood-aſhes, ſoap, &c.; and beſides the exciſe the ſoap pays, it is made from the pot and pearl-aſhes that have already paid the cuſtoms; ſo that, what with freight, officers fees, and charges, the aſhes will be loaded in all with about 40 *per cent.* more than our neighbours

bours upon the Continent pay. Even on the rough materials, viz. the *flax*, we pay 18 *per cent.* more than they; for what with freight, inſurance, officers fees, ſhore-dues, and the quantity loſt at a medium on all that is imported, there will not be leſs than 18 *per cent.* charges on the whole; nor is our water ſo fit for whitening linen as the water on the Continent.

Let any man conſider what is ſet forth, and chuſe which of theſe branches is beſt for his country, his family, and friends. Make proper uſe of your Wool: It will bring you linen, wine, corn, and all neceſſaries; gold and ſilver to the bargain. You will have a balance againſt all Europe, if you mind your Wool and Fiſh.

This is from a trader that ſincerely wiſhs well to his country, and has riſked many hundred thouſand pounds in trade. Were he to begin again, woollen goods ſhould be his only branch; nor would he doubt of ſelling 50,000l. ſterling worth a-year at the markets he has mentioned, where he has been often perſonally, and ſold woollen goods, in every one of them, to good account.

I am not afraid nor aſhamed to put my name to this, as I am fully ſatisfied I can anſwer for every thing I have ſaid on the ſubject. I know the ill ſucceſs of the manufacture at Haddington, where I had two ſhares, will meet me, and perhaps ſome others. I do not chuſe to make any reflections on the management of that company; but I may venture to affirm, that there never was, in my time, a fair and proper trial made on this great object.

The Aberdeen people have done well with their ſtockings; may they long continue to ſucceed! And my late friend A——— S——— of Muſſelburgh made excellent goods, and brought up a large family, on a very ſmall ſtock in the woollen trade. Several private people have done the ſame; but none of them have had ſufficient ſtock to carry it on as it ſhould be done. Perhaps the politicians in this country found the linen trade would ſuit their purpoſe better, and pleaſe the Engliſh, who are jealous of a rival in that moſt valuable branch. Much, much might be ſaid to ſupport what is here ſet forth; but I hope this is ſufficient to convince the unprejudiced.

D. Loch.

LETTER II.

Leith, March 21. 1774.

I MUST beg leave to give you more trouble on the ſubject of the Woollen Trade: I am told there may be at preſent three millions of ſheep in Scotland, and that, without encroaching upon a ſingle acre of corn-

corn lands, there is mountainous ground in this country to feed ten millions; which the farmers no doubt would attempt, if there was ſale for the wool. This number could be raiſed, by ſparing the ewe lambs for a few ſeaſons. And will not this be a great means of lowering the price of proviſions? I ſhould think, in this event, that mutton would ſell at half the preſent price, and the ſtore-farmers be no loſers, as the wool will fully make up for the difference of the price. And if we ſuppoſe good mutton to be ſold at 1d. halfpenny, or 2d. *per* pound, the induſtrious poor might live both well and cheap, on wholeſome good food, without conſuming much corn; for the mutton, with potatoes boiled or roaſted, would make a good meal, though no bread were in the family. Upon the whole, I conſider our wool to be of more value, if properly uſed, than all the gold and ſilver in Peru and Mexico. Let it only be tried; the good effects will ſoon be found among all ranks in this country.

D. Loch.

LETTER III.

Leith, April 10. 1774.

IT was not my intention to anſwer any letters that were not ſigned; but as the letter, ſigned *A Manufacturer*, (Caledonian Mercury, April 4.), requires particulars as to the charge in importing flax and aſhes from the ports where moſt is ſhipped, and the charges of landing the ſame in this country, (for indeed it is not his province to underſtand that,) I will ſatisfy this letter-writer, and the public, with the articles of charge, which are,

	per cent.
For a cargo of flax, ſhipped at St Peterſburgh, Riga, or any other port in the Baltic, commiſſion 2 *per cent.* port-charges, ſhipping charges, and Sound dues, 2 1-half *per cent.*	4½
Inſurance, at a medium, through the ſeaſon, 3 1-half *per cent.* freight to Leith 1 1-half *per cent.*	5
Loſs, by dry damage at a medium, and ſhort uſeleſs flax, packed ſo that it cannot be diſcovered,	5
Sea-damage that the under-writers are not liable to pay; for they don't pay under 5,	3½
carried over	18

	per cent
brought foreward	18
Shore dues at Leith, porterage, cuſtom-houſe charges, 1-half *per cent.* ware-houſe rent, and weigh-houſe dues, 1-4th *per cent.*	0¾
In all,	18⅜

Charges on a cargo of Pearl and Pot Aſhes.

	per cent.
Commiſſion 2 *per cent.* port-charges, ſhipping, and Sound dues, 2 1-half *per cent.*	4½
Inſurance, at a medium, 3 1-half *per cent.* freight to Leith, 2 *per cent.*	5½
Loſs by ſea-damage, which the under-writers do not pay,	4
Duties,	25
Porterage, cartage, ſhore-dues, cooperage, cuſtom-houſe fees, weigh-houſe, &c.	1¼
In all,	40¼

The ſame charges attend wed and wood aſhes; only they are not ſo liable to damage at ſea, nor are the duties near ſo high as on the pot and pearl aſhes; but it equally affects the value, as they are much cheaper in price. The flax from Holland is not loaded with ſuch high charges and freight as from the Baltic; but even from Holland it will be equal to ſix or ſeven *per cent.* This is but a ſmall part of the trade; for the bulk of flax uſed in Scotland is imported from the Baltic.

The charges on Flax from Holland are,

	per cent.
Commiſſion 2 *per cent.* ſhipping charges and port-charges, 1 1-half *per cent.*	3½
Inſurance through the ſeaſon 1 1-4th *per cent.* freight to Leith 1-4th *per cent.*	1½
Loſs that the under-writers do not pay, 1 *per cent*, porterage, cartage, ſhore-dues, 1-4th *per cent.* cuſtom-houſe fees, and petty charges, 1-8th *per cent.*	1⅜
In all	6⅜

The *Manufacturer* could not have applied to a better hand to be inſtructed as to the charge of goods from abroad, than D. Loch, who was for ſome time a ſhipmaſter, and many years a merchant and underwriter: Many thouſand pounds has he paid for duties, freight, port-charges,

charges, Sound dues, &c. on the articles before-mentioned; and likewiſe paid loſſes as an under-writer, and received premiums on many ſhips from the Baltic and Holland.

He never meant, by what he has ſaid in favour of the Woollen Manufacture, that the Linen trade ſhould be given up altogether immediately, or even at any time hereafter, totally abandoned. Let us continue to make for home conſumpt, but never think of being able to ſupply the Engliſh, or foreign markets, or to make it our ſtaple, particularly the fine white Linen article, which is a moſt ridiculous idea; but, at the ſame time, continue to encourage the manufactures in Fife, Perth, and Angus ſhires, in making their thin low-priced Linens, which are generally made from flax the growth of theſe counties, and have a long eſtabliſhed and ready ſale at London, and other foreign markets.

D. Loch.

LETTER IV.

Leith, April 19. 1774.

I HAD almoſt reſolved not to anſwer any letter that was not ſigned with the name of the perſon who wrote it; but the writer of the letter ſigned A. N. (Weekly Magazine, vol. xxiv. p. 65.), ſeems to point more at me than to ſupport his own trade as a Linen-manufacturer. Indeed he does not write in the ſtile of a merchant or tradeſman, but ſeems to have taken aid from ſome gentleman of the law. Be that as it may, I am ready to meet him on the ground I have taken up, and perhaps may convince him that every word I have ſet forth is for his own good, and the good of his country. My reputation as a merchant is well known. My thoughts as to the Woollen and Linen trade are not of yeſterday. I was for ſeveral years a member of the Royal Boroughs in their annual convention. I always ſpoke my mind as to the trade that I was ſatisfied was for the benefit of this country, which I was convinced was the Woollen. I have heard many Don Quixotte ſchemes at theſe meetings about the Linen ſtaple. I am very ſorry that what I foretold concerning it has come to paſs.

The Britiſh Linen Company made the greateſt trial, and with the beſt appearance of ſucceſs. That company had the greateſt ſupport of any branch that has been attempted in this country. The directors were the moſt ſenſible, knowing gentlemen in the country; their ſervants honeſt, and ſome of them very clever (witneſs Mr W. T—d): Yet all would not

do,

do. I had the honour to be acquainted with ſome of the gentlemen that were in the direction ſome years ago. I have furniſhed the company with ſhips for ſeveral ſeaſons to bring home their flax. My poor opinion has been aſked by ſome of the gentlemen largely concerned. I always was explicit, that the trade could not ſupport itſelf. I gave my reaſons in a former letter. Part of the ſtock came to ſell the other day by public ſale. Fifteen hundred pounds ſterling ſtock of the Britiſh Linen Company, I am told, ſold only for L. 442 : 10s.

Had the fourth part of the money and attention been applied to the Woollen manufacture in this country, in place of the Linen, I am clearly of opinion we would have been the moſt thriving people in Europe; and I hope it is not too late to begin: For I am well informed, by a perſon verſant in the Woollen trade, that our ſpinners of flax, with very little pains, would ſoon come to be good ſpinners of Wool, and the weavers in like manner.

As to Mr A. N.'s want of Wool; get the money that has been laid out in forcing flax theſe many years paſt, and you will find Wool in plenty. "No country can do good (ſays the great Baron de Monteſquieu, and the writer of the Farmers Letters) that has the rough materials to pay for to foreigners." That we are to manufacture the caſh paid abroad for flax, is inconceivable.

As to what Mr A. N. ſays about writing for ſhow, he is much miſtaken. I do it from a feeling for the poor, and the proſperity of my country. With reſpect to his parade and ſhow of learning about the wearing of ſome ſhirts, I had always as many ſhirts, without cambric, or lawn, or ſuch trumpery about them, as ſerved me the year round, waſhing only five or ſix times in the year. Linen that will not ſtand thirty-five times, being wore but one day, is but poor ſtuff.—As to the liberties this ſaid Mr. A. N. takes with D. L. he might have ſpared them, as he muſt know little of him to write in the manner he does.

D. Loch.

P. S. Among many others, one great advantage the Woollen goods have preferably to the Linen, is the quick return; for, after all Mr A. N.'s fracas and apparatus for preparing his ground to ſow his flax-ſeed, and his great pains in dreſſing his flax, when will he bring his Linen to market, and turn it into caſh? Not in leſs than eighteen months; whereas you may have the Wool off your ſheep's backs to-day, and in eighteen days have your ſtockings at market, and part of your cloth in ſix weeks; and thus money in your pockets. This is a material advantage in every trade, but more ſo to the manufacturers of this country, who have

have but ſmall ſtocks; for it conſiſts with my knowledge, and I dare ſay with Mr A. N.'s experience, that the Linen manufacturers have been often obliged to ſend their goods to London, on purpoſe to raiſe money after all their long outly; and he muſt know they pay dear for that money, which has ruined many a good man in the end.

D. L.

LETTER V.

Leith, June 1. 1774.

I HAVE now given the public my thoughts on the trade and manufactures of this country; the great ſtaple of which I have ſhewed to be Wool: The more I conſider it, the more I am convinced of its truth. We complain for want of money; no wonder! Let every Scotſman wear cloth manufactured in Scotland, and drink home-brewed malt liquors. This will ſave to the country, upon theſe two laſt articles alone, at leaſt 200,000l. ſterling *per annum.* The well known proverb, is a moſt juſt one, *a penny ſaved is a penny gained,* and is the moſt ſure way of getting money, and keeping it at home.

The quantity of broad cloth that comes from our induſtrious neighbours yearly is aſtoniſhing. I lately ſaw a compariſon made between cloth of the Engliſh fabric, and ſome made at Muſſelburgh by Mr Hyſlop, both of the ſame prices and colours. None of the company could diſtinguiſh which was of this or that country; but they unanimouſly pitched upon the Muſſelburgh cloth, as being the beſt goods for the money. I am by no means for ſtopping an intercourſe of trade with England: God forbid! For of all the people I ever dealt with, the Engliſh are by far the beſt. They are an open, friendly, honeſt, warm-hearted people, and trade with eaſe and honour in all their dealings, far preferable to the Hollanders, whom a late anonymous writer thought proper to mention as a pattern for trade, &c. The Engliſh take from us good commodities, and pay us well for our black cattle and wool, which feeds and clothes them; and much of that wool they return us, in manufactured goods, to clothe ourſelves.

The other article I point at is London Porter. It is a ſhame and diſgrace to the people of this country to uſe ſo much of it. At a medium, for ſeveral years paſt, the quantity brought into the port of Leith, and the other ports of the Frith of Forth, exceeds L. 50,000 ſterling *per annum.* And I imagine Dundee, Montroſe, Aberdeen, Inverneſs, and all

 the

the other ports of Scotland, may be about L. 40,000 more; a pretty ſum truly to be paying for an article we can ſo well want! What came of our fathers, not to ſay forefathers, who never taſted it, nor thought of it? Good ſtrong ale and two-penny pleaſed them; and they were as merry and good company over it as we over porter. Beſides, it is a very expenſive drink. People but of low circumſtances will whip off their two or three bottles at a few draughts. I have ſeen the bill at drinking porter run higher than a claret bill ſome years ago. I will not venture to ſay, that we have yet arrived at ſuch a degree of perfection in brewing it as they have in London; but I have, for ſome time paſt, been ſupplied from a perſon with Porter made by Mr Gardiner, a little ſouth of Edinburgh, which pleaſes me well; and I have had ſeveral porter drinkers take part with me at my houſe, who agreed that the porter was good, though not old enough; but they never found out that it was Scots manufacture. It is really amazing what averſion we have to every thing made in our own country. Better ale, ſmall beer, and two-penny I never drank in all the countries I have been in, than in this. And why we cannot be pleaſed with theſe, and ſuch porter as we can make among ourſelves, is unpardonable. I am afraid we deſerve in part what Mr Glover lately ſaid of us, that we had every ſenſe but common ſenſe; for I do think, that a Scotſman that will not wear good cloth, becauſe it is made here, and refuſes to drink good porter, becauſe brewed in or about Edinburgh, in a great meaſure verifies that gentleman's aſſertion, and may juſtly be ſaid to have no regard whatever for his country. I could ſay much more on this ſubject; but I hope I have ſaid ſufficient to induce ſome abler hand to take up his pen for the welfare and proſperity of Scotland, which I moſt ſolemnly declare was my only motive for writing this, and my former letters.

D. Loch.

LETTER VI.

Leith, June 4. 1774.

I SHOULD not have troubled the public with an anſwer to Scotiae Amicus's letter [Weekly Magazine, P. 229.]; but as he does not ſo much as enter into the ſtate of the Woollen or Linen trade, but goes on with the ſpirit of declamation, a few hints may not be improper for his peruſal. It is extremely ſurpriſing, that none of thoſe writers will put their names to their papers, as I do; nor will they meet with me to converſe

verſe on the ſubject: If they would but come and have a fair ſtate of facts laid down, I have not the leaſt doubt but I could convince all theſe writers, and every Scotſman, from the firſt gentleman at the board of Truſtees, to the loweſt Linen Manufacturer, that my plan is for the good of my country. My real reaſon for anſwering Mr Amicus's letter is this: He takes upon him to ſay, that I was ſoon tired of one branch of buſineſs; and draws a compariſon betwixt me and a Dutch merchant. He ſhould have firſt gone to the cuſtom-houſe books in Leith, before he had ventured his hearſay-ſtory; and there he would have ſeen that I purſued one branch of trade for twenty years together, viz. the Hamburgh trade. As to the Greenland trade, which he is pleaſed to mention, I was amongſt the firſt that promoted it. I was one of the firſt named as a manager of the Edinburgh whale-fiſhing company, and among the firſt who ſubſcribed to the ſtock; and I ſtand poſſeſſed of more of that ſtock to this day than any one partner of that company. Beſides, with a few other merchants in Edinburgh, I fitted out two other ſhips for the Greenland trade, viz. the Prince and Princeſs of Wales, and continued the trade ſeveral years; and after this I bought two ſhips of the Edinburgh whale-fiſhing company, on my own proper account, in which ſome gentlemen joined me, and took one half concern; but I held the other half of both ſhips, and all the materials and ſtores, which, I believe, was riſking more in that trade than has been done by any man in Scotland; and I continued this till one of the ſhips, the *Edinburgh*, was loſt in the ice. I ſtill continued the ſhip *Leith* for eleven years, with very bad ſucceſs. How does this anſwer our friend Amicus and his Hollanders? I will venture to ſay, there are very few in this country who were in trade more ſteady to this plan than I was, or truſted more to your ſlip of paper dealers, and linen manufacturers, by whom I have loſt a large ſum of money. If theſe and others would pay what they are juſtly owing, I would have ten times the fortune and ſtock that I began trade with. Many hundreds of pounds are due me for flax, flax-ſeed, pearl, weed, and wood aſhes, all imported to ſupport the Linen Manufacture. But what is all this to the point! Had my fortune any connection with Amicus's ſcheme?—He likewiſe is pleaſed to mention Mr Glover. I have not the honour to be acquainted with that gentleman, but I wiſh we had a few ſuch merchants in this country; for what I have been well informed of is, that he underſtands trade and manufactures the beſt of any man in Britain, perhaps in Europe, and that he is by no means an enemy to Scotland or Scotſmen; on the contrary, he has done eſſential ſervice to them on ſeveral occaſions: Part of what he mentioned in his late ſpeech, I am ſorry to ſay, is too true. What Amicus

eus ſays as to the flax ſtanding the wind, let him ſtep out to a field, when the flax is full in ſeed, after a gale of wind, and the flax will tell him the conſequence. As to his waters, I have been on the Continent in many places, and know from experience what I advance. With regard to the gentleman's ſcheme of taking off the duty on aſhes, &c. he owes that to me: I have pointed out that ſtrongly to Mr Amicus; and twenty years ago I got one of the ableſt men in this country (Mr Oſwald of Dunnikier) to try adminiſtration to take off the duties on all the materials imported for the linen manufacture, and likewiſe the duty on hemp. And Mr Amicus muſt likewiſe know, that I was a great promoter of the linen trade in one branch, the ſail-cloth and Oſnaburg buſineſs, carried on at Leith, under the firm of, The Edinburgh Roperie and Sail-cloth Company: And I will further ſay, I was as active, and did as much to encourage it, as any one partner; and I have to this day a very high eſteem for the gentlemen in that company, and wiſh them all ſucceſs. But believe me, Mr Amicus, if the duties were taken off hemp, it would be of more advantage than all the others. You ought to make your own coarſe linens; bring in as few materials from abroad to manufacture at home as poſſible; mind your wool, your fiſh, your black cattle, your mines and minerals; theſe are good home materials, which can employ all your heads and hands.—Theſe are the ſentiments of one who wiſhes his country and its trade as well as all your anonymous correſpondents; and I ſhall be ever ready to contribute to it, to the utmoſt of my power. As I formerly ſaid, I am not afraid nor aſhamed to ſign my name to what I write.

D. Loch.

LETTER VII.

Leith, June 12. 1774.

I TOOK notice, in my firſt letter, that this is not a country for the growth of flax, neither is any iſland that I know. The weather is too changeable, and the ſnow never lies ſo as to keep the froſt out of the ground; whereas, in the eaſtern countries of Europe, where the beſt flax grows, the froſt never touched the ground ſince the creation, nor ever will; for about the middle of October the ſnow falls, perhaps from two to three feet thick, often more. Immediately the froſt ſets in, and freezes the ſnow ſo firm, that carriages go over it the whole winter, without breaking the cruſt.

To-

Towards the middle of March, the heat of the ſun diſſolves the ſnow, when vegetation commences more rapidly than any can imagine who have not ſeen it. The ground is like a hot-bed, and being ſo manured by the ſnow, the flax-ſeed and barley ſown in theſe grounds will be ready to reap in ſeven or eight weeks from the ſowing; and it often happens that no rain falls all the time the flax is growing; yet there is no need of the ground being much moiſtened, as the plant covers the ground in ſo ſhort a time, as to ſcreen the earth from the great heat and drought. Indeed it ſometimes happens, that not a cloud is to be ſeen for many weeks together in theſe climates, but conſtant ſun-ſhine, and fine pleaſant ſummer weather, that are not to be met with in lands lying in the middle of the ocean. And yet I think we are much better ſituated, notwithſtanding our changeable weather, as we have a country ſo proper for breeding ſheep that produce good Wooll, which article theſe flax-climates have not.

And as we are ſo well ſituated for trade and commerce, to make uſe of our Wooll to the beſt advantage, it is my opinion, after long experience, that every country, which nature has provided with materials within itſelf, ſhould prefer manufacturing theſe to all others which they may purchaſe from their neighbours, ſuch as thoſe wanted for the Linen Manufacture.

At the ſame time, I am not for thoſe who have been bred to, and are engaged in the Linen trade, to give it up all at once; but to get out of it ſlowly, and apply more to the Woollen branch. I think we ſhould make no more Linens than are neceſſary to ſerve ourſelves; and we ought not to think to ſerve England with that article, eſpecially in all its branches, as there are ſeveral articles, particularly the fine Linen made in Scotland, by which the manufacturer cannot make daily bread by ſelling them in England. And to imagine to make Linens that would bear a proper profit by exportation to any country abroad, or to our plantations, is an abſurd idea, while Germany and other eaſtern countries remain; for they are, and will probably ever be, able to underſel us, both as to price and quality, 30 *per cent.* Can we ſuppoſe the Americans or Weſt-Indians will purchaſe from us, when they can be ſupplied with German Linens at the Dutch and Daniſh free-ports in the Weſt-Indies, upon much better terms? No reſtriction that can be laid on trade by our laws will prevent them, and indeed the temptation is too great to be withſtood.

As a further argument, to ſhow that flax is not a plant of this country, it to be obſerved, that you cannot ſow the ſeed raiſed by your own growth of this year, to hope for any crop that will pay your labourers for the next: And if you continue it three years, though you change the place of the

country any where within Scotland, it will ſcarce come above the ground; which is demonſtration that it is no plant of ours. Thus we have every year a large ſum to pay to the Dutch and Ruſſians, even for the ſeed to raiſe ſuch poor flax. The money (and it is all caſh) that has gone out of this country in my time to pay flax, and flax-ſeed, to Holland and Ruſſia, is immenſe; it is almoſt beyond all credibility. I nearly know the ſum that has been remitted, for theſe twenty years paſt, to Amſterdam, Rotterdam, and Hamburgh, for this article; but I do not chuſe to mention it, for it would be thought incredible; beſides what is paid for pot, pearl, weed and wood-aſhes, &c.

Upon the whole, this trade has carried more money out of Scotland than all our foreign trade put together has done in my time; for the French and Spaniards take our goods, the Ruſſians take none; and this trade has likewiſe been the great cauſe of the ſcarcity of caſh, and of the London and Dutch exchange being ſo much againſt us. As there have been leſs of theſe articles imported within theſe two years, the exchange has been much more moderate.

Let private people raiſe ſuch flax as the country will grow, and manufacture it for their own uſe, and the uſe of Scotland, and let them pay their flax-ſeed abroad. Hemp we muſt pay for; but to import flax is againſt this country, unleſs you pay it with Woollen goods

I know you will think the Paiſley branch worth attending to; I believe it; for it requires but little flax to carry it on; and I am told our ſhort flax anſwers the purpoſe. It is proper to encourage that manufacture; but then it cannot be extended any great length. Every branch that requires little money to be paid abroad is valuable to this country; and if we could pay all with Woollen goods, import as much as you pleaſe of neceſſaries and luxuries. Among many advantages that the Wool has preferable to the Linen, the quick return, as mentioned in one of my letters, is a great one; then the ſtore-maſter is able to give nine months credit, as he has twelve months to pay his rent after his Wool is ſhorn; and all this paid in our own country: Whereas, you muſt pay the flax with caſh to foreigners, and before you ſee it. Providence is extremely kind as to the time the ſheep caſt their fleece, being midſummer, at a time when there is the leaſt to do in our corn-fields, and the days long to carry on the work with ſpeed. The poor ſheep need no more attendance till your harveſt is over, to ſmear them to ſtand the winter. I am told much might be done in the ſmearing to better the Wool, and equally to protect the ſheep.

D. Loch.

LETTER

LETTER VIII.

Leith, June 20. 1774.

IT will perhaps be thought preſumptuous to take upon me to write upon a ſubject that ſo many learned and able men have had before them; but as I have the good of my country, and all mankind at heart, I will venture to throw out what occurs to me on trade, commerce, and manufactures.

I have already enlarged upon the Woollen Manufacture; and it is moſt certainly the great ſtaple of Scotland. The Fiſheries are the next; and the black cattle is a ſolid valuable article. This laſt branch has been pretty well attended to; the other two have been much neglected. Government has given great encouragement to our herring and whale-fiſhing. Something more ſhould be done for the cod and white fiſhing: And the herring fiſhing, I think, without any more bounty, might be put on a much better footing than it is at preſent. I ſhould wiſh to have a meeting with eight or ten of the ſhip-maſters, who have been employed in that trade for theſe five years paſt: Something might be pointed out of real uſe to that valuable buſineſs, which ſo much contributes to employ honeſt hardy ſeamen, and to reduce the price of proviſions, which the legiſlature has been extremely attentive to, and has done much good by the well concerted corn-bill and others.

The increaſe of ſheep would be a great help. And would it not be proper to give the public money, that is allotted to be diſtributed as premiums by the truſtees in this country, to the farmers that ſhall raiſe the greateſt number of ſheep, and bring to market the greateſt quantity of good merchantable Wool? and to leſſen the premiums as the number falls ſhort, and to give ſuch encouragement to the cloth and ſtocking manufactures as the parliament ſhould think fit? The money would be much better beſtowed than in forcing a trade that nature has often forbidden, and which never can in this country ſupport itſelf.

As you increaſe your ſheep, you will always have abundance of good mutton; this will greatly tend to keep down the price of all vivres. I ſhould think, that to leſſen your number of horſes and dogs would be a help to lower the price of proviſions. What would you think of a tax of five ſhillings upon each, without any exception, or ſuch ſum as the wiſdom of parliament ſhould think fit (not leſs than 5 s. *per annum?*) Would not this tend to introduce the labouring of lands more frequently with oxen, and raiſe more of theſe valuable animals, and to deſtroy many uſeleſs dogs, who devour the innocent ſheep and lambs? In this

place,

place, where I live, there is ſcarce a carter, porter, ſailor, ſoldier, or fiſh-wife, but muſt have their dogs, ſome two or three, who deſtroy a deal of proviſions, and beſides, kill and tear the harmleſs ſheep and lambs. Within theſe two years, I have ſeen, in my neighbourhood, more ſheep devoured, belonging to the Earl of Abercorn, Lord Elliock, Mr Alexander Robertſon, Mr Alſton, Mr George Knox, and others, within two miles of Edinburgh, than the whole ſpecies of dogs is worth, except the ſheep-dogs, who are the only part of the tribe that are of real value. But let them all pay the tax; I am for no exceptions in the law, if it can be avoided: And I doubt not but, by the increaſe of the ſale of Wool, the ſtore-maſter would be well enabled to pay for his uſeful dogs.

As to the butchers, gardners, and tanners, they keep more dogs than they have uſe for; and, to my knowledge, ſome of theſe people's dogs did much damage among the ſheep in the noblemen and gentlemen's grounds above mentioned. And beſides, the making any exception as to the tax on ſheep-dogs, would be a cloak to every little country-village, to keep that great nuiſance, little dogs, or what we call collies; which have often been the cauſe of very diſmal accidents to gentlemen and others, by their barking, and attacking their horſes heels when travelling; by which means, many in my remembrance, ſome gentlemen of eminent worth, (particularly the late Mr George Lauder), have been thrown from their horſes, and loſt their lives.

This law would enable government to lower, or to take off ſome part of the duty on ſalt and leather, which falls heavieſt on the poor, as they uſe more ſalt proviſions and leather for ſhoes than the rich. The exciſe on ſoap and candle falls more on the wealthy: And all the exciſe on ſpirits, porter, ſtrong ale, and all other liquors, falls on the drinkers; and theſe ſhould be drunk ſparingly by labouring people, and the leſs the better for their health and labour.

Perhaps there has not been a time, for many years paſt, that government had it ſo much in their power as now, and they have been lately ſhowing great inclination to do good things for their country. We have a good king; we have a ſteady wiſe adminiſtration: Our whole people in every part of the iſland of Great Britain are loyal, quiet, and well diſpoſed, a few wrong-headed, rotten hearted, diſappointed, noiſy, turbulent men excepted. All the evil I wiſh that turbulent ſet is, that they were ſent to that hopeful country Ruſſia, or to the great King of Pruſſia's dominions, for a few years, to teach them to know what liberty is, and how much we enjoy it in this iſland. I almoſt adore the memory of the wiſe, prudent, honeſt, ſenſible men, that fixed our moſt valuable conſtitution upon ſuch truly noble principles; ſo that from the King, to the low-

eſt

eſt of the ſubjects, we are governed by prudent good laws: That every man's life and property is ſecured to him, and is tried, if in fault, by his door neighbours, who will always do juſtice, and lean to the merciful ſide rather than to the ſide of cruelty.

How wiſe and good an action have the king and parliament done at preſent, in giving the heir of the late Lord Lovat his eſtate! It is to be hoped all the other noblemen and gentlemen in the like circumſtances will meet with the ſame favour. Their eſtates are of little conſequence to the public, but very great to the families they belonged to. And the putting of them into their natural poſſeſſion, will contribute to people the country, and will extinguiſh the laſt remains of diſaffection. Happy and wiſe times, when the iniquities of the fathers are not viſited on their children!

If the members of the houſe of commons would take away all officers fees at the water-ſide, and give the land and coaſt-waiters more ſalary, it would be ſerving the revenue and aſſiſting the fair trader. Theſe fees paid at the water ſide are a great encouragement to the unfair trader, and a great loſs to the merchant, who is not; nay, that practice makes the officer inſult the man who imports fairly, and he cannot get equal diſpatch as the other who pays high fees. It is to be hoped, at any rate, that all fees within and without doors will be taken off the Wool, and all materials wanted for that manufacture. The fees at preſent are very high on Wool, and Woollen goods going coaſt ways, and the officers very troubleſome. It will be of much conſequence to trade, if ſome regulation take place as to theſe fees, and the officers be ordered to do their duty without fee or reward, and to give all diſpatch at legal hours. Upon the whole, the revenue will never be honeſtly dealt with, nor the merchant well ſerved, while theſe officers have the diſpoſal of favours, and the public money, as they pleaſe, and to take ſuch liberties as are moſt ſhameful; and the merchant muſt pay, or put up with the abuſe that theſe people will oblige him to ſubmit to.

D. Loch.

LETTER IX.

Leith, June 30. 1774.

I HAVE with pleaſure peruſed Mr M. K.'s letter to you [Weekly Magazine, Vol. xxiv. P. 367.]. I wiſh he had put his name at full length to it, as I think it very ſenſible, and true in every article.

I muſt beg leave, through the channel of your uſeful Paper, to ſay what I have learned from a judicious and experienced farmer in the ſheep and black cattle way. He is much pleaſed with the letter; but, in place of having the ſheep houſed in the winter, he recommends the planting of whins on a ſouth expoſure, and dry; which, he ſays, is the beſt protection and feeding for ſheep in cold ſnowy weather; and indeed his reaſon is obvious, as he ſays they ſully and deſtroy the wool, if houſed.

As to deſtroying the eagles and foxes, he approves much of it; but ſays (which I know in this neighbourghood to be true), that the numberleſs, uſeleſs, deſtructive dogs do more harm than all the other animals put together; and that, within theſe two years paſt, the noblemen, gentlemen, and farmers, in a circuit of a few miles round Edinburgh, have had above 300 fine ſheep devoured, or tore to pieces, by theſe vermin. Some law, or tax, to ſuppreſs theſe uſeleſs dogs, ought immediately to be applied for.—There is not a porter, a chairman, a fiſh wife or cadie, &c. but muſt have their dogs; and, as many of them muſt want their neceſſary food, they naturally betake themſelves to the fields, and fall on the harmleſs ſheep, which they deſtroy, much to the prejudice of the proprietors, and loſs of the country.

Before the union, I find large ſums came into Scotland for wool, after cloathing ourſelves, and ſending a good value of cloth and woollen goods abroad. Whence it appears, that the number of ſheep in Scotland, before that period, muſt have been much larger than at preſent; and I am well informed, that, forty years ago, there were, in Eaſt and Mid-Lothian, twenty ſheep to one that are in theſe counties at preſent.

Yours, &c. D. Loch.

LETTER X.

Leith, July 1. 1774.

I HINTED, in a former letter, how prejudicial the importation of ſuch large quantities of London Porter was to Scotland; and then computed the loſs to this country at L. 90,000 ſterling for the laſt year: A very great ſum, you will ſay; but, I am well informed, it was conſiderably more. What muſt the Engliſh nation think of us? They are too generous and open hearted to thank us for our money to ruin ourſelves.—Beſides this, we are bubbled by the dealers in this pernicious article. Let any perſon go into a tavern or ale-houſe in Edinburgh, or Leith, and drink this dear *ſtuff*, for ſo I call it: It is not genuine porter;

you

you will find at leaſt one-third, if not one-half, of the drink in the bottle ſmall beer. Whether the mixture is made in London, or Leith, or perhaps partly in both, is not material to the drinkers who pay for it. Sure I am, *they* pay high to pleaſe their corrupt taſte; for what with the ſmallneſs of the bottle, and the quantity of ſmall beer glutted down with the porter, the drinker pays at the rate of ſeven-pence for an Engliſh quart or Scots chopin of porter: Whereas you can have a chopin of good Scots porter for three-pence, and excellent ſtrong ale at the ſame price. And I do aver, there are many good porter brewers in and about Edinburgh and Leith, who make ſuch porter as any Scotſman may be pleaſed with, and much better worth the money than the adulterated traſh which is drunk by hundred dozens in a day in and about our metropolis. It is nothing but prejudice in many, and ſelf-intereſt in others, which have carried on this deſtructive branch of buſineſs to ſuch a height.

No perſon would wiſh for better porter than is manufactured by the following gentlemen, viz.

George Millar, St Ann's Yards, James Hotchkiſs, Graſs-market, Archibald Campbell, Cowgate, Meſſrs Gardners, Gooſedub,	*Edinburgh.*
Bailie Cundel and ſon, Matthew Comb,	*Leith.*

How ridiculous is it to advance, That porter cannot be made without Thames water? Mr Combrune, who writes a very ſenſible Eſſay on Brewing, laughs at that vulgar prejudice. Every man of ſenſe that I have converſed with, does the ſame. And I am well informed, that, even in London, where one butt of porter is brewed of Thames water, there are ten made from the New River, and other water about London. We have as good ſoft water in this neighbourhood as in Britain; and to ſay our people have not genius to arrive at perfection in this branch, is an inſult on the country; witneſs the Soapery in this town, and the Glaſs-houſes. It is not many years ſince theſe were ſet a going; and up-hill work it was for ſome time; but, by perſeverance and application, our people became as good ſoft ſoap-boilers, and bottle-makers, as any in the kingdom.

The prejudice againſt our ſoft ſoap was full more than againſt the porter; inſomuch, that we were even obliged, for ſeveral years, to ſend it to England for ſale. This prejudice is now entirely got the better of; and the manufacturing of theſe two articles, ſoap and bottles, ſave a great deal

deal of money to the country. I hope ſoon to ſee the woollen goods, and our home-brewed porter, ſave ten times more than both. Beſides theſe mentioned, do not our country people carry on the works at Preſton-pans, at Carron, and ſeveral other places, to the ſatisfaction of their employers? Upon the whole, our people can perform any branch of manufacture, when intruſted, equally well, and at as little expence, as any in Europe, when the materials can be got equally good and cheap; and there is no premium can be given equal to a ready ſale at home. The market abroad will open to you of courſe.

To do the gentlemen, merchants, and others at Glaſgow, juſtice, they give all encouragement to their own porter, and all articles made among themſelves; and much merit they have in ſo doing. May they go on and proſper, and put their heads and hands to extend the Woollen along with the Linen branches, which they carry on, without taking much money out of the country. Neither is this country deficient in Mechanics, witneſs the Caldton Smiths in the Chimney-way, &c. Many more inſtances might be given as to the genius, induſtry, good heads and hands among our Scots tradeſmen.

D. Loch.

LETTER XI.

Leith, July 6. 1774.

AS I ſaid in my firſt letter, that God and nature had ordained this country for the Woollen, and denied the Linen trade to be the ſtaple, is a truth that I will ſupport. You have almoſt every thing among yourſelves for the one, and you have almoſt every article to bring from diſtant countries for the other; and from thoſe countries too that take little or nothing from you but your caſh.

It is long ſince I knew what put the political ſpinning-wheels in motion. I ſhall be explicit; it was Archibald Earl of Iſlay, afterwards Duke of Argyle, who held the reins of the political ſyſtem of this country many years; and he had able men to manage for him, and good men; but they were chained to his party. However, it would ill become me to ſay any thing of this nobleman, after the juſt and maſterly character drawn of him by Dr Smollet in his hiſtory.

The doctrine was, *Keep the people poor and they will be dependent;* and ſure they were that the Linen branch would keep them ſo. This I have taken

taken the liberty to ſay to ſome of thoſe worthy men I had the honour to be acquainted with; but words or writing at that period were of no avail: We muſt not diſoblige the Engliſh; the Woollen is their great ſtaple; we will get no bounties, no premiums, if we give them offence: A patriotic doctrine you will ſay; but ſo it was. Well, what is next to be done? Supply the boroughs and counties with B—— L—— C—— notes, flax-ſeed, flax, wheels, reels, flax-mills, and wind-mills, to carry on a trade that never did, nor never can ſupport itſelf; after a trial of forty years, we find it ſo. No matter for that! Bleachfields muſt be erected, and premiums given to thoſe who raiſe moſt flax, &c. Provoſt ſuch-an-one muſt have the direction of his diſtrict, with the aſſiſtance of the Dean of Guild, Conveeners, and Deacons of crafts; give them a feaſt, and put flax, &c. in their hands; make the machine go; ſound up bounties, premiums, and what not, for the Linen; let your bleachfields be encouraged, though they be forbid the uſe of lime or pigeon's dung: Let them ſubſtitute ſomething in their ſtead, to force the Linen to be ſoon white, and leſs expenſive than to uſe ſoap or any ſoft materials: Let them uſe the ſpirit of vitriol, or ſome ſuch pernicious materials, to enable us to bleach cheap: Let one devil drive out another; they ſoften it with the name of the oil of vitriol; and many large bottles are uſed by ſome bleachers, I do not ſay by the whole; but this famous oil is ſure to extract the oils out of the yarn, and burn your cloth. This has ruined the character of your Linens; and many an honeſt houſe-wife, that makes for her own family-uſe, feels the effects of this new method of whitening cloth. Let the chemiſts ſay what they pleaſe, that it may be uſed in ſmall quantities by ſkilful hands; ſo may poiſon and brandy to the human body; the operation is ſlow, but ſure. Bleach with ſoap and aſhes your cloth for your own family-uſe, and it will laſt double the time of that which is forced with a ſpirit that will corrode iron.

Upon the whole, every method has been tried to leſſen the charges upon the Linen Manufacture, but to no purpoſe. Give the Woollen but the trial, and the good effects will ſoon be felt by the country, and by every individual.

D. Loch.

LETTER XII.

Leith, July 8. 1774.

AFTER ſerving ourſelves, I aver, every yard of fine linen you make is a loſs to the country and the dealers, of at leaſt four-pence *per*

yard;

yard; ſo the more you wrought the more you loſt; and the peoples labour was thrown away. Whereas, if your people had been employed in the natural manufacture of our country, there would have been ſome ſixpences gained upon every yard that was ſent abroad. When I mention this, I take in the whole Linen trade and dealers to London and foreign ports, at an average: For I have known ſome of my friends loſe on their fine linens ſent to London, and elſewhere, one ſhilling on each yard; perhaps ſome few might get the value, or nigh it; but, upon the whole that has gone to London and other places, for theſe ten years paſt, that ſtood the manufacturer 2 s. 6 d. *per* yard, he never netted 2 s. 2 d. at an average. So that the more hundred thouſand yards you made of fine Linen, to ſell abroad as your ſtaple, you loſt the ſame number of fourpences, beſides the price of materials paid to foreigners. Was this a trade meant to be carried on to employ our poor? No; it was ſtarving them, and, as their maſters were loſers by the buſineſs, they could not afford to give wages that they could live by.

D. Loch.

LETTER XIII.

Leith, September 1. 1774.

SIR,

I HAVE, in my former letters, given the public my ſentiments as to the great ſtaple of Scotland. And happy am I to be informed, that the noblemen and gentlemen, and moſt of our people, have joined with me in thinking ſo. The time I hope is not far diſtant, when the country ſhall make a figure in trade over all Europe, America, &c.

We for certain have the materials; and ſure I am we have heads and hands to execute, if proper encouragement is given; for I do aver, take us in general, we have as good geniuſes, are as quick in our apprehenſions, and as ſteady to our plans as any people on Earth.

Let us be put to the trial upon materials that are our own. How is it poſſible that the French can underſell the Engliſh or us at foreign markets with Woollen goods, when they have not the wool themſelves, but are obliged to ſmuggle it, at a great expence and riſque? We have none of that to run. Great Britain can moſt undoubtedly underſell them at every market abroad. I know our honeſt induſtrious neighbours the Engliſh have ſo long had that valuable branch in their hands, and made ſuch high profits, that they are not fond of lowering their prices, and conſequently

quently do not keep up the fabrick of their goods: The French by this means have crept into the trade. But, when all the iſland join to carry on the Woollen manufacture to its greateſt extent in all its branches, and fit for every climate and market, and are ſatisfied with a moderate profit, as the returns are moſtly quick, we ſhall ſoon be in poſſeſſion of that invaluable buſineſs; and we will be a help to the Engliſh in place of a hinderance. They are only weak, narrow, ſordid minds, who think every man that carries on a branch that he is engaged in, hurts his trade. Practice has opened our eyes, and ſhows us that, the more people are employed in carrying on buſineſs in one ſpot, the more buyers come to your ſhop. And the article I am treating of cannot be overdone, if the whole inhabitants of Britain and Ireland were employed in it: There is field for them all; and ready ſale, if you keep up the character of your goods, and be pleaſed with a living profit. And theſe goods will bring you corn, when wanted, wine, oil, iron, hemp, and all neceſſary conveniencies and luxuries of life, and the balance in gold and ſilver.

Beſides the many natural advantages we have in this branch of commerce, you can employ the poor people, in picking, rowing, and cleaning the Wool, when they cannot do any ſort of hard labour. And many thouſands may be able to get daily bread that at preſent are on the pariſh, or in poor-houſes. And if we join along with this the making of our own malt liquors, that will likewiſe be a means of employing numbers of poor labouring men, who are willing to work, but cannot find employment. This I ſee almoſt every day. And the uſing ſo much London porter has turned many one out of bread, and leſſens our revenue of exciſe greatly. All this is a real loſs to our country.

I am,

Sir,

Your very humble ſervant,

D LOCH.

P. S. I have all along obſerved, that this country is moſt fit for paſture, and for raiſing ſheep and black cattle. We have ſome very fine corn lands; but they bear a ſmall proportion to our high grounds. The gentlemen and farmers have improved theſe lands much of late years; but many have thrown away their labour, by endeavouring to make corn grow in a ſoil where it will never ripen, and thereby they loſe the uſe for which nature has deſigned it. Land that lies one thouſand foot above the level of the ſea in this country, will ſeldom or never bring corn to perfection There may be ſome particular dry ſpots, that might in

ſome

ſome hot ſeaſons bring the corns to fill; but that crop is never to be depended on.

I had almoſt forgot to mention one other article as to the porter. The drinkers of it muſt be fond to pay high duties; for all the malt that the London porter is made from, pays juſt double the malt tax that our malt pays; and you muſt believe that the porter drinkers muſt pay it.

D. Loch.

LETTER XIV.

Leith, Sept. 2. 1774.

SIR,

I Formerly mentioned in my letters, how happily we are ſituated to carry on the fiſheries. And this ſeaſon, I hope will ſhow of how great conſequence they are. They are moſt certainly the next great object to our Wooll; for they employ, and bring up a hardy brave race of men, always ready to ſerve their king and country, and they bring in real wealth to the nation. Every herring or fiſh they catch is your own; you have no foreign bills to pay for them. On the contrary, after you have fed and ſerved yourſelves, you ſend the ſuperplus to foreign markets, and get goods, or bills, or ſpecie in you favours for your fiſh.

Our Weſtern Highlands are moſt excellently ſituated for carrying on this great trade. Nature has ſupplied them with ſo many fine inlets from the ſea, called lochs, and fine harbours in them, that no imagination could figure their ſafety, and conveniency, without being on the ſpot and ſeeing them. The induſtrious people in theſe parts are doing great things in the herring-fiſhing (which by the Dutch is called the great fiſhing.) The whale-fiſhing, they call the clean, or ſmall, as being a ſecondary branch; and may they have all ſucceſs. And it is to be hoped the iſlands of Orkney and Zetland will extend their ſummer fiſhing, as they have great plenty of herrings, and white-fiſh on their coaſts in the ſummer months; and it is then and there that the Dutch reap the benefit of their great fiſhing. I expect we ſhall ſoon rival them in this branch of trade. And our ſmall fiſhing, as the Hollanders call it, has turned out much to the benefit of the country this ſeaſon. The cargoes that our nine Greenland Scots ſhips have brought home, will ſave and realiſe to the nation L. 15,000 Sterl. I hope the herring fiſhing this year will bring in ten times that ſum; which,

which, for the good of the country and the honeſt induſtrious worthy proprietors and adventurers, may God in his providence grant.

D. Loch.

P. S. The gentlemen, merchants, and others, in and about Campbelton, have greatly exerted themſelves in the herring-fiſhing. And I am well informed, that, this year, they, with the merchants on Clyde, and places adjacent, will have 220 buſſes, or fiſhing veſſels, at ſea, from 40 to 80 tons, on the bounty, given by the government for encouraging ſaid trade. And laſt ſeaſon they had 190 buſſes on the bounty, and L 12,000 Sterl. well paid. And wiſely it is in parliament to do ſo, as it ſerves many good purpoſes, and adds to the national ſtrength and ſafety. D. L.

LETTER XV.

Leith, September 5. 1774.

SIR,

I HAVE read, with much ſatisfaction, theſe letters, in your uſeful paper, on the improvement of the highlands of Scotland, and on the breed of ſheep for bettering the quality of the wool. There is no country that ever I was in, (and I have been in many places beyond ſeas), that promiſes better than our weſt highlands for bringing up and feeding ſheep, ſo as to produce good wool; for there the ſnow lies, in the ſevereſt winters, but a few days, from the vicinity of the greaſt weſtern ocean; and there are, moſt certainly, excellent ſheep-paſture amongſt thoſe numerous hills.

There is one material article which I have not yet obſerved mentioned by any of your correſpondents, and that is the manner of *ſmearing*. The ſoftneſs, cleanneſs, and fineneſs of the wool depend much upon this operation. I am well informed, by a judicious, ſenſible farmer, who has had thirty years experience in the management of ſheep, that moſt people uſe too much tar, which greatly hardens, burns, and hurts the wool: He is of opinion, that much leſs ſhould be uſed; and he, at times, uſes none at all, but ſubſtitutes in its place the juices of broom and tobacco, boiled with ſtrong urine, and mixed with ſoft ſoap. This makes the ſheep to ſtand the winter, and keeps them clean, and free from ſcab, vermin, and moſt of the diſeaſes they are ſubject to. The ſtems and refuſe of tobacco anſwer for the juice; and, if government would give orders to *boil*, inſtead of *burn*, all the ſeized tobacco, and let the ſtore-farmers have the juice, or

ſell it to them for behoof of the poor, it would be a great ſaving of butter, which, among other neceſſaries, has got up to ſo high a price. This method would greatly leſſen the conſumption of butter, and the ſoft ſoap is to be had as good, where I now write, as in any place in Europe. The other article is well known. My friend likewiſe ſays, that ſoft ſoap applied to any part that is affected with itching or ſcab, removes it ſooner and better than any article you can rub the ſheep with; and ſurely it is of a much ſofter and kinder nature for the wool than tar, and comes cheaper than butter. Indeed from the materials it is made of, it is moſt undoubtedly the beſt ingredient that can be applied for ſheep. The above mentioned gentleman ſays, he never knew the ſoft ſoap to fail, when rubbed in time on any hard ſcaby part of the ſheep, but it always removed the cauſe of the complaint.

Your correſpondent from the banks of Air [p. 304.], ſigned, *A Shepherd*, will pleaſe know, that both furze, or whins, and broom from the ſeed, is by far the beſt and ſofteſt way to raiſe and propagate them. My friend recommends the whins as the beſt cover and feeding for ſheep in time of a ſtorm. (See my letter in Weekly Magazine p. 20.) The ſoil that is moſt favourable for them to thrive on, is loamy and dry; the ſeaſon to ſow is March.

The propagating of whins has been much neglected in the ſheep-countries in the ſouth of Scotland, where they are moſtly wanted. There was a premium given for raiſing whins by the Scots parliament, (for they are not a native plant; we had them from France.) I lately heard a nobleman from the county of Fife, whom I have the honour to be acquainted with, ſay, that ſome of his old tenants have heard their grandfathers tell, that they remembered the time that there was not a whin in Fife-ſhire. Yours, &c.

D. Loch.

P. S. As to the fineneſs of our wool in this climate, it is a well-known fact, that in all cold countries the great Author of nature has provided a warm cloathing for the whole brute creation; and the colder the climate, the finer is the pile of the fur that covers them:—There can be no exception as to the ſheep in this great order. Sure I am, that I have had, and many times ſeen ſtockings made from the wool of the growth of Zetland much finer than any thing of that ſort of manufacture I ever ſaw; and the ſheep in Spain that produce the fineſt wool, feed in very high grounds, and conſequently in a cold region.

LETTER

LETTER XVI.

Leith, September 15. 1774.

SIR,

I Have given my opinion, pretty fully, of the trade and manufactures that I thought much concerned Scotland. I now take the liberty to point out, what, I think, from experience, would contribute greatly to increaſe the commerce and wealth of Great Britain.

The ſcheme by which Sir Matthew Decker propoſed to raiſe the ſupply, in place of the preſent mode, is ſurely a wiſe plan, and, if adopted, would ſave ſome hundred thouſands to the nation annually, and add 30,000 men to the ſtate, who are now employed in collecting, ſurveying, and herding the traders and ſmugglers. His ſcheme puts an end to all ſmuggling. And as, in fact, the land-holders, and people of property, in the end, pay almoſt all the duties of cuſtoms and exciſe, it would be better for them, on the whole, and much more convenient for the merchant; for by the preſent way of levying the cuſtoms, the man that deals to any extent in foreign trade muſt have a great command of money, otherwiſe he can import little, the duties being often double the prime coſt of the goods abroad. And theſe duties muſt be paid before you can ſee or taſte your goods. This throws the importer always largely in advance, and requires three ſtocks to carry on trade, where one would do, were the duties taken off; that is, L. 1000 would carry on as much as L. 3000 will at preſent.

There never was, in my time, a miniſter who has paid ſo much regard and attention to the commerce and trade of Great Britain as the preſent Lord North: He has ſhown a ſteadineſs and firmneſs to every thing for the good of King and country. But, at preſent, how far ſuch a plan can take place, is uncertain. I know moſt branches of the revenue are appropriated to pay the intereſt of certain loans, and it muſt take time to get the principals paid. But, with great ſubmiſſion to the wiſdom of parliament, I think the duties ſhould be conſiderably lowered, particularly on French goods, which, at preſent, are next to a prohibition. The long enmity and jealouſy betwixt the Engliſh and French, has always kept them at a great diſtance from one another in point of trade; it is time to remove it: There are no people more honeſt and eaſy in their dealings in commerce, (the Engliſh excepted); I have dealt largely with them, and have always found them ſo. I have been taken their priſoner at ſea; they uſed me with the greateſt humanity and hoſpitality. I had

the

the honour to correſpond with the great Baron Monteſquieu. As a merchant, his name adds much to the reputation of the profeſſion. He was an honour to mankind. You may believe what pleaſure I had in dealing with him. His wines were excellent, and at a moderate price. If we would open trade with the French, by reducing the duties on their wines and brandies, I am perſuaded they will meet us half-way, and allow our manufactures to be imported into France, on equal terms. If this were to take place, it would moſt effectually lower the price of corn, and all the neceſſaries of life, and afford us good and wholeſome ſpirits; for in all our northern countries ſome ſpirits are abſolutely neceſſary; the more moderately uſed the better: But, in our cold climate, I have ſeen the good effects of a little at a time, both by ſea and land. And, as we muſt have ſpirits, is it not better to get them of wholeſome quality, and pay them with our manufactures, than to diſtill two millions of quarters of our beſt grain, which is the cauſe of keeping it always ſo high? and, if good plentiful crops happen, the exporting your corns is of much greater conſequence to the kingdom than making it into ſpirits. I can eaſily ſee what will be objected; the revenue of exciſe and cuſtoms will ſuffer. I think not; for, if the duties are low, there will be no ſmuggling; the importation of wines and brandy would be immenſe. Were it one fourth of what the French wine duty is at preſent, and one third of what the brandy exciſe is, the revenue would draw double of what it now does, and anſwer every purpoſe for which theſe duties were laid on. If theſe meaſures were to take place, they would extend our navigation greatly. The Dutch and Swedes are at preſent the great carriers of wine, brandy, oil, &c. from the ſouth of France, viz. from Cele, Marſeilles, and other ports to the north of France, Havre de Grace, Dunkirk, and all the ports in the Channel. I have myſelf had ſeveral ſhips employed in the freight way, from and to the ports mentioned, and cleared money on my ſhips ſo employed. But I paid, as all our ſhips muſt, five livres to the ſtate for each ton the ſhip meaſured. If theſe five livres were taken off, as they certainly would, if we had our tariff of trade ſettled, the Britiſh ſhips would get the whole of theſe freights, and a very great object it is. The preference is always given to our ſhips over all the Mediterranean; and for a ſenſible reaſon. We loſe fewer ſhips in proportion to our number employed, than any nation in the world; and beſides, our ſailors are more honeſt. In all my practice, (and I have freighted ſome hundreds of ſhips,) I never had a package broke up, nor a caſk broached or pierced, or any ſort of embezzlement on my cargoes of goods, when on board our own Britiſh veſſels. Other nations are not ſo free of this vice. Our ſailors are moſt undoubtedly the moſt honeſt-hearted, open, friendly fellows in Europe,

and

and deſpiſe a dirty action, either at ſea or on ſhore. This trade would increaſe their number, who are the great bulwarks of our nation.

At preſent, we have employed in carrying on every branch of commerce, and for protection, about two hundred and thirty thouſand ſeamen. Poſtlethwait ſays, the coaſting and foreign trade to London alone employs 100,000. I ſuppoſe them to be only 75,000. The navy 25,000. All the reſt of coaſting and foreign trade, in the whole of the ports of Great Britain and Ireland, 130,000. Theſe numbers are formidable, and the more ſo, as you can ſoon have a good part of them on board your fleets, upon any emergency. Your homeward coaſting trade being ſo extenſive, enabled this nation, now ſo happily connected, and unanimous in their operations, to equip a fleet in four months, ſuperior to what France and Spain could do in two years. Do you think that ſo wiſe a nation as France will chuſe to quarrel with you at theſe times? they know too well the difference now, to what it was ſome years ago; laſt war convinced them of the truth of it. They muſt conſider, how many brave hardy ſailors, and ſoldiers, come from this country, to fight, conquer, or die with their brethren the Engliſh, inſtead of being, as formerly, ſo imprudent and impolitic as to take ſide with the French, upon all occaſions, againſt England. This makes a mighty difference in the balance of war. And I hope we ſhall never be on other terms with the Engliſh nation than we are at preſent, and were all laſt war. In this ſituation, no power in Europe can have miniſters of ſo little penetration, but muſt ſee the conſequence of making war with a brave and united kingdom. Small as the ſpace is that Great Britain and Ireland occupy in the ocean; yet we have three ſea ports to one, more than all France and Spain put together. This is our great nurſery for ſeamen.

Laſt war, you had one hundred thouſand men on board his Majeſty's fleet and privateers, with the King's commiſſion, to cruiſe againſt your enemies. At that very time you had 8000 merchant ſhips carrying on the trade of Great Britain and Ireland, who rode in ſafety, and triumphant in every quarter of the globe. What muſt foreigners think of this nation, that could carry on ſuch extenſive commerce, and take every place they attempted, and deſtroy every fleet of the enemy they met with? Will they be raſh in making war with that nation?

I can foreſee another objection will be ſtated, as to the rum from our plantations, and Weſt-India iſlands. Why not let their rum be imported at brandy-duty, or a trifle under, though they deſerve but little favour from the mother-country? they are diſobedient children. One thing, I well know, that, if they can get goods at St Euſtatia, Surinam, or any of the free ports in the Weſt-Indies, on equal terms, or a trifle lower, they will

never take ours. And this country ſhould take meaſures for their own preſervation, to keep our proviſions and neceſſaries of life, at moderate prices, ſo as to carry on our manufactures, and find a market for them, independent of theſe wrong-headed people. This ſtep, among others, would bring great advantages, and would humble the pride and haughtineſs of the inſolent Americans, who, I have no doubt, would have thrown themſelves into the hands of any power in Europe, if they could have found one ſo raſh as themſelves. But, as I have before ſaid, the Princes of Europe are too wiſe to embark in ſuch Don Quixote ſchemes, as they have formerly done, againſt ſo great a nation. I again ſay, that, if we could ſettle proper conditions and articles with France, and trade with them, as we do with the ungrateful Portugueſe, both nations would profit by the bargain, and could keep the balance of Europe in their hands; and, ſure I am, we would increaſe our wealth, and ſtrength, and health more by this than all the Continent connections we have. Times are greatly changed, and that riveted antipathy the Engliſh have to that nation ſhould be forgotten, as we in Scotland have done with the Engliſh; and we heartily deſpiſe the illiberal, indecent reflections thrown out againſt our country by the diſappointed patriots, well knowing, that the Engliſh, ninety-nine out of a hundred, look on us as their brethren, and would riſque their lives and fortunes for us, as we have done for them; and we will be always ready to do ſo, on every occaſion, when called for by King and Parliament. We love freedom and liberty, and enjoy it more than theſe flaming diſſatisfied patriots, whoſe great aim is to get into places and power, and then we ſhould be under fine management; but we have one old ſaying in this country, *better keep well as make well.*

Without any compliment to the preſent miniſtry, they have attended more to the affairs of the nation, and done more good than any before them, for theſe many years paſt.

D. Loch.

LETTER XVII.

Leith, October 5. 1774.

SIR,

I Cannot conclude my letters, without thanking the noblemen and gentlemen, and the publick in general, for the reception they have given

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to what I have formerly publiſhed, which has met with their regard and approbation in adopting my plan. I hope to ſee it carried to the utmoſt extent, for the good of our country. I have been much obliged to ſeverals for uſeful hints; and here I give you a copy of a letter I had a few days ago from a very ſenſible intelligent gentleman.

" SIR,

" As to the numbers of ſheep bred annually in Scotland, I cannot determine, but am certain, if there be no diminution of their numbers in the Southern and Eaſtern countries, they muſt be conſiderably increaſed in general; for, in ſome parts of the Weſtern countries, through which I have frequently paſſed within theſe ten years, there are very conſiderable tracts of ground now occupied by ſheep, where none were formerly; and am told, that, from ſome of thoſe ſheep farms, 4000 lambs have been, in one, year ſent to market; and that the plan of feeding, and rearing ſheep in thoſe parts anſwers ſo well, that two of thoſe ſtoremaſters have already purchaſed the property of what they a few years ago only rented; which ſucceſs has induced others to extend the plan over large tracts of hills, that contributed little towards rearing of black cattle, formerly their only ſtock.

" Now, if this ſcheme ſucceeds in a particular diſtrict, it will certainly anſwer in every place, poſſeſſed of equal advantages, of which there are many hundreds of ſquare miles in the weſt and north parts of Scotland equally capable of this tranſmutation. As I am not ſufficiently acquainted with wool, to ſay any thing of the quality of what is produced in the above diſtrict, I ſhall ſay nothing of that; but an eaſy inquiry will aſcertain it; but can ſay, that, if it improve as much as the ſheep have mended the paſture on the hills they feed upon, it muſt ſoon be excellent; for, from being covered with dry ſapleſs heath, they are converted into a beautiful verdure, obvious at ſeveral miles diſtance; ſo that they can be diſtinguiſhed from thoſe that are not under ſheep.

" As to the quality of ſome of the wool bred on the weſt coaſt of Scotland, I can, with certainty, ſay, that it equals that of Spain; for, by a comparative trial, I made ſome time ago, by bringing ſome of it from ſheep killed for my own uſe, I carried it to Archibald Smart, at Muſſelburgh, who compared it with his Spaniſh wool, and ſaid it was equal, if not ſuperior, to any he had ſeen from Spain; and begged me to procure a quantity of it for him: But his death, which happened ſoon after, put an end to the ſcheme.

" How-

"However, though I did not bring wool, I brought worſted which was manufactured here, and much admired by the manufacturer for its ſoftneſs and ſtrength, who begged to have ſome of it ſent, though at an advanced price.

"Now, as we have ſheep who carry wool equal to the Spaniſh, it is certain we have both climate and ſoil fit for them. There remians only to increaſe the number of thoſe ſheep, by paying part of the attention they do in Spain. And, as I can ſay, that the walks, on which theſe ſheep go I have mentioned, reſembles thoſe in Spain, as much as their wool does; and there is no leſs than 130 ſquare miles of the very beſt ſort, contiguous and ſurrounded on all ſides, by upwards of 350 miles of good ſheep-paſture; ſo that no country whatever is better qualified for rearing of ſheep; yet at preſent there is not above 2500 in all the above diſtrict.

"They neither houſe nor ſmear their ſheep; and they are generally in good condition through the winter, having killed of them in January that did not exceed 30 pound the four quarters, and which carried 8 pounds tallow.

"Tho' I have only mentioned one diſtrict, yet I know there are many hundreds of ſquare miles of excellent ſheep paſture on the weſt and north coaſts of Scotland, which would daily improve, were they put under that culture, which is of all the leaſt expenſive, being performed by the ſheep themſelves I am, &c."

I had likewiſe the pleaſure of a converſation with an honourable gentleman, eminent in his profeſſion, whoſe clearneſs of head, ſoundneſs of judgement, goodneſs of heart, and love to his native country is exceeded by none. There never will any emigrate from his lands, nor the neighberhood, where he ſhows ſo worthy an example. He told me ſome of his tenants and others in that country (the Mearns), have done well by raiſing flax; and make linens to ſerve themſelves, and coarſe goods for ſale. They always ſow on new ground, never broken up ſo long as they have it. When that fails, they break up the ground that has been ſeven or eight years lee; and ſuch ground, well laboured and dreſſed, ſeldom fails of a good crop of flax. This carried on to ſerve ourſelves, and for coarſe goods for foreign markets, goes hand in hand with the Woollen ſcheme. Every ſpecies of goods that can be made from our own produce, is a real acquiſition of wealth. And if we attend to what the great Author of nature has pointed out to us for food and raiment, we need little from abroad; we can ſerve our neighbours and foreigners with our manufactures, herrings, and fiſh of all kinds, that will pay what conveniencies and luxuries we want. Neceſſaries, thank God, we have in our own land. I am, &c.

D. Loch.

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FINIS.